

## **Professional Qualifications**

**John MacManus BA, PMP**  
*Novus Consulting Group Ltd.*

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John MacManus provides professional services in the following areas:

- *Project Management*
- *Procurement Contracting*
- *Strategic Selling and Processes*
- *Event Management Consulting*

### ***Background***

John MacManus, an associate with The Novus Consulting Group Limited, has significant experience working with businesses and the government sector in many areas including project management, procurement support, strategic sales, IT, telecommunications, new business development and event management . This experience has resulted in many challenging and successful engagements.

John strategic sales experience was enhanced while managing Aliant's Federal Government Sales Team. This challenging assignment involved working with partner companies across Canada, regulatory teams, marketing teams and with all Federal Government departments. John created and executed on strategic sales plans that allowed Aliant to remain as the dominant supplier in the very competitive federal marketplace. This experience demonstrates the ability to manage multi layered complex strategy based sales processes. Subsequent implementation of many multi million dollar technically challenging projects demonstrate excellent stakeholder management, negotiation, communication, people management and project management skills.

John was also part of the pilot team responsible for developing Aliant's strategic sales program. He was a key participant in the hiring process used for the competency based selection of the sales professionals Aliant needed to win in the highly competitive telecommunications market.

In late 1993 John proposed to the Aliant Executive that they should proactively prepare and plan for the 1995 G7. The structure and execution program proposed by John was accepted and executed on resulting in a very successful G7 for Aliant. This challenge added to his experience in creating and managing events. The G7 provided in depth experience on the complexities involved with putting together the operational structures, processes, linkages to many diverse community and other bodies needed for large multi cultural large international events.

### ***Education and Professional Development:***

- BA Dalhousie
- Masters Certificate in Project Management
- PMP ( Project Management Professional Accreditation)
- Over 75 professional development programs with emphasis on facilitation, negotiation, strategic sales and communications
- Completion of many credit level business courses ( accounting, statistics, organizational behaviour etc)

### ***Work Experience:***

2007 - Present	Associate	The Novus Consulting Group Ltd.
2002 - 2006	Management Consultant	John MacManus Consulting
1974 - 2002	Team Lead Federal Government Industry Sector	Aliant

### ***Sector Experience:***

- Provincial and Federal Government
- Telecommunications
- Information Technology
- Emergency Preparedness
- Event Management

### ***Volunteer Activity History Sample:***

- United Way of Canada: Member of the 211 Committee representing Atlantic Canada Information Technology
- Charter member and past president of the Atlantic Chapter of the Armed Forces Communications and Electronics Association
- Calendar Committee Nova Scotia Trails Association
- Member of the Regional Emergency Telecommunications Committee
- Chair of a 250K fund raising drive for the Home of the Guardian Angel
- Various volunteer positions with the Nova Scotia PMI Chapter
- Founder and co chair of the Friends of Fleming Park non profit group

### ***Sample of challenges that demonstrate depth and variety of experience:***

- ***Project Management:***
- Project Manager for Search Management and Tracking Project NSGSAR and EMO
- Project Manager for major renovation and move EMO
- Project Manager for several e911 Nova Scotia technology renewal EMO
- Project Manager for the Province of Nova Scotia Public Safety Strategy Project EMO, Justice and Transport
- Project Manager Web Centrex Business Case Pilot for software application testing needed to identify value for Aliant Business Case for approval of annual contract. WebCentrex
- Project Manager for the successful re-negotiation of the Province of Nova Scotia's Provincial Data Centre Services Outsource Agreement Aliant

- Project Manager for 1<sup>st</sup> e911 Nova Scotia technology renewal EMO and Aliant
- Program Manager for Aliant's major participation in the Halifax G7

➤ ***Procurement Contracting:***

- Developed a Service Management model for Service Nova Scotia to be used as a framework for moving toward a more integrated approach for the Programs Division.
- Created and delivered two service management workshops for Service Nova Scotia to provide frameworks for creating requirements and service management agreements
- Procurement Support for Emergency Measures selection of supplier to develop EMO standards, operational and training materials.
- Procurement support for selection of consultants needed by the Assessment Division of Service Nova Scotia for major restructuring
- Procurement support for selection of consultant needed by the Assessment Division of Service Nova Scotia for a major new assessment software implementation.

➤ ***Strategic Selling and Processes:***

- Created a successful strategic marketing and sales plan for Web Centrex, a Nova Scotia based telecommunications software development company. Presently John MacManus is on the Board as an advisor and Corporate Secretary.
- Led an Aliant sales team that was responsible for the Federal Government account base. Created marketing and sales plans that successfully positioned Aliant as the dominant supplier to the Federal Government
- Worked with marketing, regulatory, engineering and other Aliant resources to ensure Aliant maintained and increased the federal government revenue base.
- Participated in many telecommunication company and federal committees and organizations so as to better understand client needs and to represent Aliant
- Completed many high level sales training courses and assisted with the development of pilot programs
- Assisted with and participated in execution of a competency based hiring strategy for building a strategic sales force within Aliant

➤ ***Event Management:***

- Managed dozens of small to medium events while at Aliant that involved diverse stakeholders from all levels of government, telecommunications bodies and intra Aliant stakeholders
- Created and was responsible for the Aliant G7 program and this complex large event involved dealing with multi cultural, international and local bodies. This challenging opportunity provided a rich experience on how to prepare for unique events of this nature. John was contacted for consulting support for several other international events across Canada.